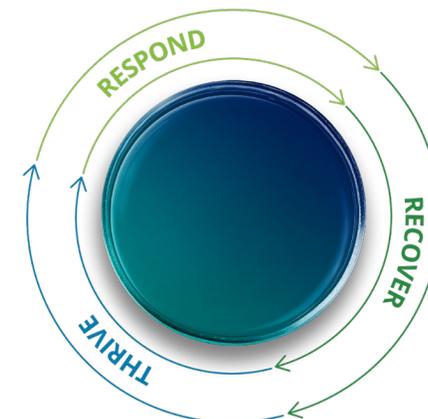




## Multistate Tax Services

### Recovery Planning Suite

Today's environment is quickly changing the way businesses function as they navigate through new business and tax needs. Our Recovery Planning Suite focuses on important tax considerations to help companies respond, recover and thrive in this challenging time.



#### Property Tax Services



The economic downturn resulting from the COVID-19 pandemic will likely result in the reduction of real and personal property values in many industries and in many states. Deloitte's Property Tax Services group has the subject matter specialists to help companies analyze and support potential "economic obsolescence" positions that may help them reduce property tax payments in 2020 and future years. Our specialists can also provide a variety of leading property tax compliance and consulting services.

##### Contacts:

Dave Hurrell; +1 216.589.5140;  
[dhurrell@deloitte.com](mailto:dhurrell@deloitte.com)

Greg Rottjakob; +1 212.436.4935;  
[grottjakob@deloitte.com](mailto:grottjakob@deloitte.com)

#### Reverse Sales Tax Audits



A review of indirect tax filings and accruals can identify potential cash tax savings through decreased future use tax payments and refunds of overpayments of sales and use tax, excise tax and severance tax. The unique circumstances surrounding the current economy (e.g., shuttered venues, spoiled inventories, vacant hotel rooms) may result in a higher volume of refund opportunities.

Deloitte's Reverse Sales Tax group has deep experience with indirect tax laws and taxing jurisdictions. We utilize proprietary software to help clients quickly analyze significant amounts of data to identify potential past, present and future overpayment opportunities.

##### Contacts:

Dave Yaros; +1 312.486.0130;  
[dyaros@deloitte.com](mailto:dyaros@deloitte.com)

Kirsten Gulotta; +1 212.436.3202;  
[kgulotta@deloitte.com](mailto:kgulotta@deloitte.com)

#### Credits and Incentives



Deloitte's State Credits and Incentives team can help companies identify and monetize statutory credits relating to investments in personnel and capital, which could potentially reduce near-term and long-term income tax payments.

Future changes in the location of a company's supply chain or changes in their level of investments in personnel and capital may create opportunities for new benefits and risks for the "clawing back" of prior incentive benefits. Our team's deep understanding of, and experience working with, the various states' programs can advise companies on the potential opportunities that may be available.

We expect the states to enact new programs that will support headcount retention and maintenance of capital investments. Deloitte's credits and incentives specialists are tracking state legislation that will enact new programs and amend existing programs.

##### Contact:

Jesse McWhorter; +1 513.784.7108;  
[jmcwhorter@deloitte.com](mailto:jmcwhorter@deloitte.com)

# Respond. Recover. Thrive.



## Strategic State Tax Review (SSTR)

By reviewing previously filed income, franchise and gross receipts returns, we can help companies understand and manage near-term and long-term income tax obligations, as well as identify potential refunds of prior tax payments.

Deloitte's SSTR group has a proven track record of securing refunds and providing reductions in state effective tax rates. Our process includes gaining a detailed understanding of a company's business strategy and operations to help design and implement a multistate tax approach that aligns with business goals.

Our Washington National Tax / Multistate Tax Controversy Services team, which consists of former state revenue officials and deep state specialists, is a critical component of our SSTR delivery model. The controversy specialists not only provide the technical support for the refund / offset ideas, but also use their insights into the audit and appeals process to achieve exceptional results where claims are subject to audit.

### SSTR Contact:

Sarah Murray; +1 713.982.2547;  
[sarmurray@deloitte.com](mailto:sarmurray@deloitte.com)

### Controversy Contact:

Valerie Dickerson; +1 202.220.2693;  
[vdickerson@deloitte.com](mailto:vdickerson@deloitte.com)



## Distressed Company Planning

With various sectors being impacted by the downturn, it is imperative that taxpayers focus immediately on **tax attribute planning**. The interaction between the state rules and the federal rules (particularly as it relates to the newly enacted NOL carryback provisions) is highly complex given the potentially different filings groups, allowable carryback periods, income limitations, etc. Deloitte's distressed company planning team can advise companies on the utilization of net operating loss carrybacks and carryforwards.

Going forward, some companies may restructure debt, engage in various forms of M&A and/or potentially seek bankruptcy protection. We can help companies understand the state tax ramifications of each option and help them position themselves for future growth.

### Contacts:

Brian Sullivan; +1 404.220.1673;  
[briansullivan@deloitte.com](mailto:briansullivan@deloitte.com);

Don Roveto; +1 212.492.2276;  
[droveto@deloitte.com](mailto:droveto@deloitte.com)



## Compliance Solutions

The displacement of personnel and tightened budgets will cause many companies to rethink how they structure their tax departments. Deloitte offers scalable assistance to tax departments; in addition to broader federal and state compliance, Deloitte can provide assistance with specific tax elements, including:

- Income/Franchise Tax Compliance  
Anita Sims; +1 314.641.4351; [asims@deloitte.com](mailto:asims@deloitte.com)
- Sales and Use Tax Compliance  
Brian Little; +1 312.486.2426; [blittle@deloitte.com](mailto:blittle@deloitte.com)
- Property Tax Compliance  
Holly Swisher; +1 614.229.4647; [hswisher@deloitte.com](mailto:hswisher@deloitte.com)
- Excise Tax Compliance  
Marshal Sulayman; +1 713.982.4886; [msulayman@deloitte.com](mailto:msulayman@deloitte.com)
- Severance Tax Compliance  
Dwayne Van Wieren; +1 713.331.4510; [dvanwieren@deloitte.com](mailto:dvanwieren@deloitte.com)
- State RAR Filings  
Steve Spaletto; +1 317.656.2430; [sspaletto@deloitte.com](mailto:sspaletto@deloitte.com)

### Primary Contact:

Bridget Foster; +1 404.942.6510;  
[brifoster@deloitte.com](mailto:brifoster@deloitte.com)



## Additional Contacts

### Kristen Cove, Partner

Deloitte Tax LLP  
Multistate Tax Services  
National Service Line Leader  
+1 704.887.1621;  
[kcove@deloitte.com](mailto:kcove@deloitte.com)

### Ken Reichel, Partner

Deloitte Tax LLP  
Multistate Tax Services  
National Marketplace Leader  
+1 404.942.6717;  
[kreichel@deloitte.com](mailto:kreichel@deloitte.com)

As used in this document, "Deloitte" means Deloitte Tax LLP, a subsidiary of Deloitte LLP. Please see [www.deloitte.com/us/about](http://www.deloitte.com/us/about) for a detailed description of the legal structure of Deloitte USA LLP, Deloitte LLP and their respective subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

This document contains general information only and Deloitte is not, by means of this document, rendering accounting, business, financial, investment, legal, tax, or other professional advice or services. This document is not a substitute for such professional advice or services, nor should it be used as a basis for any decision or action that may affect your business. Before making any decision or taking any action that may affect your business, you should consult a qualified professional advisor. Deloitte shall not be responsible for any loss sustained by any person who relies on this document.